NEW HAMPSHIRE STATEWIDE CONTRACT FOR BOOKS, NON-PRINT LIBRARY MATERIALS, AND RELATED ANCILLARY SERVICES

PLEASE USE BLACK INK OR TYPEWRITER WHEN PREPARING YOUR BID. BE SURE YOU HAVE INSERTED YOUR COMPANY'S NAME IN THE BOX
=>   =>   =>   =>   =>   =>

Bidder
WORLD BOOK INC

For Item I, Trade; Item II, Non-Trade; and Item III, Textbook Publications, a percent discount shall be offered as follows: List less __7-8__ % Discount
For Item IV, Net Publications, a handling charge shall be as follows: $ __0__ each
<u>Enter Zero if No Discount or No Charge</u>

PUBLICATIONS

	Item I TRADE Discount	Item II NON-TRADE Discount	Item III Text- Books	Item IV NET Handling Charge
A.-E. PRINT				
A. CLOTH BINDING				
Discount/Charge per copy	____ %	____ %	____ %	$____
Volume Pricing-Price Breaks				
for Single Title: ____copies	____ %	____ %	____ %	$____
____copies	____ %	____ %	____ %	$____
____copies	____ %	____ %	____ %	$____
B. LIBRARY BINDING				
Discount/Charge per copy	____ %	7-8 %	____ %	$ 0
Volume Pricing-Price Breaks				
for Single Title: ____copies	____ %	7-8 %	____ %	$ 0
____copies	____ %	7-8 %	____ %	$ 0
____copies	____ %	7-8 %	____ %	$ 0
C. PAPERBACKS, QUALITY				
Discount/Charge per copy	____ %	____ %	____ %	$____
Volume Pricing-Price Breaks				
for Single Title: ____copies	____ %	____ %	____ %	$____
____copies	____ %	____ %	____ %	$____
____copies	____ %	____ %	____ %	$____
D. PAPERBACKS, MASS MARKET				
Discount/Charge per copy	____ %	____ %	____ %	$____
Volume Pricing-Price Breaks				
for Single Title: ____copies	____ %	____ %	____ %	$____
____copies	____ %	____ %	____ %	$____
____copies	____ %	____ %	____ %	$____

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PUBLICATIONS

		Item I TRADE Discount	Item II NON-TRADE Discount	Item III Text-Books	Item IV NET Handling Charge
E.	PREBOUND HARDBACKS Discount/Charge per copy	____ %	____ %	____ %	$ ____
	Volume Pricing-Price Breaks for Single Title: ____copies	____ %	____ %	____ %	$ ____
	____copies	____ %	____ %	____ %	$ ____
	____copies	____ %	____ %	____ %	$ ____
F.	NON-PRINT AND OTHERS Discount/Charge for single unit				
1.	Audio Cassettes (music, educational, etc.)	____ %	____ %	____ %	$ ____
2.	Audio Visual Materials	____ %	____ %	____ %	$ ____
3.	Books on Tape Abridged	____ %	____ %	____ %	$ ____
4.	Books on Tape Unabridged	____ %	____ %	____ %	$ ____
5.	CD-ROM (fixed price only- no online services)	____ %	1-8 %	____ %	$ 0
6.	CD-ROM (additional discount if offered in conjunction with an online service)	____ %	____ %	____ %	$ ____
7.	CDs (music, etc.)	____ %	____ %	____ %	$ ____
8.	Encyclopedias	____ %	1-8 %	____ %	$ 0
9.	Laser Disc	____ %	____ %	____ %	$ ____
10.	Maps	____ %	____ %	____ %	$ ____
11.	Microcomputer Software (educational)	____ %	1-8 %	____ %	$ 0
12.	Microform (Microfiche and microfilm)	____ %	____ %	____ %	$ ____

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Bidder
WORLD BOOK INC

<u>PUBLICATIONS</u>

		Item I TRADE <u>Discount</u>	Item II NON-TRADE <u>Discount</u>	Item III Text- <u>Books</u>	Item IV NET Handling <u>Charge</u>
13.	Slides	_____ %	_____ %	_____ %	$ _____
14.	Video Tapes (feature film, educational, etc.)	_____ %	_____ %	_____ %	$ _____
15.	Other (please specify)				
	_____	_____ %	_____ %	_____ %	$ _____
	_____	_____ %	_____ %	_____ %	$ _____
	_____	_____ %	_____ %	_____ %	$ _____
	_____	_____ %	_____ %	_____ %	$ _____
	_____	_____ %	_____ %	_____ %	$ _____
	_____	_____ %	_____ %	_____ %	$ _____
	_____	_____ %	_____ %	_____ %	$ _____

Volume Pricing-Price Breaks for
Section F for Multiple Units-List
Non-Print Sub-Item Numbers:
(Aggregate pricing to be offered
on subsequent pages)

No._____	_____units	_____ %	_____ %	_____ %	$ _____
No._____	_____units	_____ %	_____ %	_____ %	$ _____
No._____	_____units	_____ %	_____ %	_____ %	$ _____
No._____	_____units	_____ %	_____ %	_____ %	$ _____
No._____	_____units	_____ %	_____ %	_____ %	$ _____

<u>Charge</u>   <u>Services-Specify</u>

G.   SERVICES
See Page 20,
"Detailed Specifications."
Bidders to specify the
services they offer.

1.   Catalog Kits $ _____   *see attached order*
                                                 form

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Bidder

WORLD BOOK INC

2. Cataloging and Processing

$_____   *see attached order form.*
$_____
$_____
$_____
$_____

3. Rebinding of Paperbacks

$_____
$_____
$_____
$_____

4. Shelf Ready Books

$_____
$_____
$_____
$_____

5. Customized Reports

$_____
$_____
$_____
$_____

6. Bibliographic Records

$_____
$_____
$_____
$_____

7. Security Tape

$_____
$_____
$_____
$_____

8. Bar Codes

$_____
$_____
$_____
$_____

9. Other - Bidder to list:

$_____
$_____
$_____

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Bidder
WORLD BOOK INC

See "Discounts," "Aggregate Discounts," clauses and "Detailed Specifications." Please specify the amounts that apply in the left column and the discounts to the right of the solid line.

DISCOUNTS

	Item I TRADE Discount	Item II NON-TRADE Discount	Item III Text-Books	Item IV NET Handling Charge $ or %
VOLUME PRICING-PRICE BREAKS for agency's aggregate purchase in dollars. Please specify the amount that applies: $_____	____ %	____ %	____ %	____
$_____	____ %	____ %	____ %	____
$_____	____ %	____ %	____ %	____
VOLUME PRICING-PRICE BREAKS for aggregate contract purchases in dollars statewide: $_____	____ %	____ %	____ %	____
$_____	____ %	____ %	____ %	____
$_____	____ %	____ %	____ %	____
OTHER VOLUME PRICE BREAKS AND/OR DISCOUNTS - Bidder to explain: $_____	____ %	____ %	____ %	____
$_____	____ %	____ %	____ %	____
$_____	____ %	____ %	____ %	____

Electronic Access Ordering Discount	____ %
Prepayment Plan Discount	0 %
Deposit Account Discount	0 %
Approval Plan Discount	0 %
Please Explain	

_____

_____

_____

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Bidder
WORLD BOOK INC

BIDDER SHALL ANSWER EACH OF THE FOLLOWING QUESTIONS AS PART OF THE BID:

1. Number of years in business (three years minimum required): **84**
   In lieu of three years, previous experience may be considered
   or five references may be provided.
   See "Qualification of Bidder" clause.

2. If bidder does not meet the three-year requirement, has either
   documentation of previous experience or the required five
   references (including company name, contact person, complete
   address, telephone and fax numbers) been attached?

   _____YES _____NO

3. Does bidder offer an electronic access ordering system (optional)?

   _____YES ✓NO

4. If yes, name of computer software system offered for electronic
   access ordering system: _____

5. Is 24-hour rush delivery available (optional)?   ✓YES _____NO *at an additional cost*

6. If yes, is there an additional charge for 24-hour delivery?   _____YES _____NO

7. If there is a price additional for 24-hour delivery, on what basis
   (state "0" if none)? _____
   Charge: $ *depends on product order*

8. Is bidder offering foreign product?   ✓YES _____NO
   If yes, please identify: *Spanish products*

9. Toll-free numbers for state procurement use
   (see "Toll-Free Numbers"): Telephone: **975-3250** Fax: **433-9330**

10. If a toll-free number is not currently available, is bidder willing
    to establish a toll-free number, if awarded a contract?   _____YES _____NO

11. Is bidder prepared to submit the required financial statements
    within five business days of request (see "Financial Stability"
    clause)?   ✓YES _____NO

12. Guaranteed Delivery (Number of calendar days required to
    ship 95 percent of typical order)?   **5-7** Days A/R/O

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=>   =>   =>   =>   =>   =>

Bidder
WORLD BOOK INC

13. In the event you may be successful in
receiving an award, please provide the
following information for inclusion in
the Notice of Contract Award to be sent
to customer agencies:

Company Name: _WORLD BOOK INC_

Street Address: _233 N. MICHIGAN AVE_

P.O. Box: _SUITE 2000_

City, State, Zip: _CHICAGO, IL 60601_

Contact Person (please print or type): _DEBBIE BERGERON_

Telephone Number: 800 _975-3250_
Local _207-797-6969_

Fax Number: 800 _433-9330_
Local _207-797-7287_

Internet Address (E-mail): _WBEPME @ AOL. COM_

WWW Site: _WWW. WORLD.BOOK. COM_

14. Is the pricing offered the same or lower
than that offered to other corporations,
institutions, and government agencies'
on similar items, quantities, terms and
conditions:

✓ YES ____ NO

If no, please explain: _____

15. EXCEPTIONS: Does bidder take exception
to any of the terms and conditions stated
herein?

✓ YES ____ NO

If "YES", please explain in detail:

_pricing per catalog in
effect, catalogs are
issued twice a year
and pricing is subject
to change_

World Book, Inc. School & Library Division

Cataloging Order Form

Order #_____

To be completed if cataloging/barcoding is desired.
This form must accompany product order form or purchase order.

Bill To   *Ship To*

Name _____   Library Name _____

Address_____   Address (no P.O. boxes) _____

City/St/Zip _____   City/St/Zip _____

Date _____ PO# _____   Contact Name _____

Phone _____ Fax _____   Phone _____ Fax_____

SEC. I (*Products*)

☐ Card Kit SKU# (6136) *Includes main entry, title, subject(s) & shelflist cards, self-adhesive pocket, spine labels, pocket label & borrower's card @ $ .80 per book.* **SEC III-IV if left blank, standard options will be used (*)**

☐ Data disk only SKU# (6325) @ $17.00 per order, **SEC II, A-D IS REQUIRED INFO**, SEC III-IV optional

☐ Data disk with kit @ $13.00 per order. Must choose one of the following automation kits, **SEC II A-G REQUIRED INFO**

    ☐ Basic Automation Kit SKU# (6066) *Includes barcode and spine labels @ $ .20 per book.*

    ☐ Premium Automation Kit SKU# (6051) *Includes barcode, spine labels, pocket label, borrower's card, self-adhesive pocket, & shelflist card @ $ .45 per book.*

*MINIMUM ORDER CHARGE OF $14.00 REQUIRED

SEC. II (*Automation Kit Profile*) Information required for data disk purchases

A. Software System & Version–Choose on below:
    ☐ Alexandria ☐ Athena ☐ Caspr ☐ Dynix ☐ Follett ☐ Winnebago ☐ Other_____

B. Type of Disk: ☐ IBM or compatible ☐ Macintosh ☐ Apple DOS ☐ Apple PRODOS

C. Size of Disk: 3 ½"

D. Format: ☐ '91 USMARC MicroLIF Protocol-852 Holdings (File Name MicroLIF.001)
    ☐ '87 MicroLIF Protocol-900 Holdings (File Name IBM.FIL)
    ☐ USMARC MARC Communications-949 Holdings (File Name MARC.001)

E. Library Name for barcode labels (*30 character maximum*)
    |_|_|_|_|_|_|_|_|_|_|_|_|_|_|_|_|_|_|_|_|_|_|_|_|_|_|_|_|_|_|

F. Barcode Symbology: (*Please contact your software vendor for this information*)
    ☐ Code 39 (known as 3 of 9)   ☐ Codabar with check digit (**typically 13 digits**)
    ☐ Codabar without check digit   ☐ Code 39 w/ mod 10 check digit (**Barcode # typically 13 digits**)
    ☐ Interleaved 2 of 5 (**typically 1-8 digits**)   ☐ Code 39 w/ mod 43 check digit (**Barcode # typically 13 digits**)
    ☐ Follett Interleaved 2 of 5 (**Barcode # begin–T**) ☐ Other:_____

G. Starting Barcode Number for this order: (*don't include check digits*) _____
    If dynix assigns your barcode numbers–please call 1-800-388-0477 and list the barcode # assigned.

H. Additional Disk SKU# (8000) for: ☐ Autographics ☐ Access PA ☐ Other _____
    @ $13.00 per disk

Any incomplete information will result in a delay in your cataloging order.

SEC. III *(Cataloging Classification Option)* If not selected, the standard option will be chosen.

Page_____of_____ P.O. #_____ *indicates standard option*

Cataloging Classification Options *indicates standard option (3 letters is the standard for author/main entry letters)

Dewey Call Number Options.

Call Numbers
- * ☐ Include call numbers
- ☐ Don't include call numbers

Capitalization
- * ☐ Capitalize first main entry letter only
- ☐ Capitalize all main entry letters

Please Check One Box Per Category.

Non Fiction
- * ☐ Abridged Dewey
- ☐ Unabridged Dewey
- ☐ Unabridged Dewey up to
- _____ digits past decimal
- ☐ Leave Classification Blank
- Number of Author Main Entry Letters _____

Story Collections
- * ☐ SC
- ☐ 808.8
- ☐ 808.83
- ☐ Treat the same as fiction
- ☐ Leave Classification Blank
- Number of Author Main Entry Letters _____

Individual Biography
- * ☐ 921
- ☐ 92   ☐ Bio
- ☐ BIO   ☐ B
- ☐ Dewey Classification
- ☐ Leave Classification Blank
- Number of Biographee's Letters _____(12 max)

Easy
- * ☐ E
- ☐ Easy   ☐ P
- ☐ EASY   ☐ PB
- ☐ Treat the same as fiction
- ☐ Leave Classification Blank
- Number of Author Main Entry Letters _____

Collective Biography
- * ☐ 920
- ☐ 92   ☐ BC
- ☐ CB   ☐ Bio
- ☐ BIO   ☐ B
- ☐ Dewey Classification
- ☐ Leave Classification Blank
- Number of Author Main Entry Letters _____

Fiction
- * ☐ FIC
- ☐ F
- ☐ Fic
- ☐ Fiction
- ☐ FICTION
- ☐ Leave Classification Blank
- Number of Author Main Entry Letters _____

SEC. IV *(Reference Options)* An option for each appropriate category must be selected.
indicates standard option

Please choose the desired method for handling encyclopedia sets and other reference books with multiple volumes.

- * ☐ **Option 1:** Provide one MARC record from the database for the entire set of volumes with the appropriate number of barcodes to match the number of volumes in the set. A unique barcode number is assigned to each particular volume. The title information printed on the barcode labels is not volume specific.

- ☐ **Option 2:** Provide individual MARC records for each volume in the set with the volume number included as part of the title. Appropriate barcode numbers will be generated to match the number of volumes in the set. The title information printed on the barcode labels will include the volume details. (This may be the preferred method, if your library circulates reference books.)
  Please note: if shelflist cards are being ordered, you will receive one per volume under this option.

Reference Prefix

Customer designated call number reference prefixes are available. **(Please indicate the desired prefix [R, Ref or REF]** next to each title or group of titles <u>on the attached order blank</u> in addition to choosing one below.)

☐ R   ☐ Ref   ☐ REF

School/Library Authorizing Signature   Phone _____

_____

World Book, Inc.
School & Library Division

233 N. Michigan Ave., Ste 2000
Chicago, Illinois 60601
Telephone: (312) 729-5815
Fax: (312) 729-5813

June 11, 2001

2000-2001 School Year
All Schools/Libraries in the United States

World Book, Inc. is the sole source vendor for the following reference materials:

Adventures of Poldy Set
America's Presidents
American Reference Library CD ROM
Animal Kingdom CD Set
Animals of the World
Childcraft, The How and Why Library
Christmas Around the World Set
Dilo En Ingles
Dinosaur Dig Cyber Adventure on CD ROM
Discoveries on DVD
Early World of English
Early World of Learning
Ecology Set
Election 2000
El Mundo de los Ninos
Enciclopedia Estudiantil Hallazgos
Encyclopedia of Science
Endangered Species
How & Why Science Set
How to Study CD ROM
Interfact Reference CD ROM Set
Ladders Set
Make It Work Geography Set
Make It Work History Set
Make It Work Science Set
Me & My Pet Set
Medical Encyclopedia on CD ROM
Mind Binders Set
My World Set
People and Places
Picture Reference Set
Science Power
Student Dictionary
Student Discovery Encyclopedia
Study Power

Welcome to Reading
Wonderful World of English
Word Power
World Book Atlas
World Book Atlas Series
World Book Dictionary
World Book Encyclopedia
World Book Encyclopedia – Online
World Book Looks At Series
World Book Multimedia Network Version
Year in Review
Young Scientist
Young Scientist Espanol

Our catalog prices reflect a discount from list price and include all transportation and handling charges. Normal delivery is 7-10 working days from the date the order is received. Card cataloging is also available. Purchases are payable 30 days from invoice date. Print products have a 2-year warranty and software products are under warranty for a period of 90 days from the date of delivery. Special offers are available upon individual contact with the local sales representative at (800) 975-3250.

Sincerely,

Therese Cullotta
School & Library Administrator